[最高2000万円] Senior Account Executive – ITOM / ADM Analytics

Exclusive job

Close deals. Lead the IT revolution.

Job Information

Recruiter
Cornerstone Recruitment Japan K.K.

Job ID
1580140

Division
IT

Industry
Software

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
About half Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
7 million yen ~ 20 million yen

Refreshed
November 20th, 2026 04:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
High-School

Visa Status
Permission to work in Japan required

Job Description

We are looking for a Senior Account Executive to drive sales in IT Operations Management (ITOM) and Application Development & Management (ADM) analytics. This role focuses on helping organizations leverage cloud, AI, and business technology solutions to improve efficiency, innovation, and security.

Required Skills

Must-Have Qualifications:

- 5–7 years of B2B IT sales experience
- Experience selling software, services, outsourcing, or consulting solutions
- Knowledge of DevOps sales, including application lifecycle management, functional test automation, performance testing, DevOps, and mobility testing
- Japanese native with business-level English

Additional Information:
The role focuses on engaging enterprise clients, driving software and service adoption, and delivering strategic business value through technology solutions.

Company Description